

Message Text

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44

ACTION EB-11

INFO OCT-01 NEA-10 ADP-00 AID-20 AGR-20 USIE-00 RSR-01

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R 161330 Z MAR 73

FM AMCONSUL KARACHI

TO USDOC WASHDC

INFO SECSTATE WASHDC 7071

AMEMBASSY ISLAMABAD

AMCONSUL LAHORE

AMCONSUL PESHAWAR

UNCLAS KARACHI 0388

STATE PASS AID, AGRICULTURE AND USIA

E. O. 11652: N/ A

TAGS: ETRD, PK

SUBJECT: FY 73 TRADE PROMOTION PROGRAM FOR PAKISTAN:
EXPORT MARKET IDENTIFICATION STUDIES

REF : A. STATE A-10133, OCTOBER 10, 1972

B. KARACHI 2337, NOVEMBER 29, 1972 (REPEATED
TO STATE AND COMMERCE)

C. KARACHI 0230

D. HENDERSON- KILLOUGH OFFICIAL- INFORMAL, FEB. 27, 1972

SUMMARY. CONGEN RECOMMENDS COMMERCE MAKE FUNDS AVAILABLE FOR
FOUR EXPORT MARKET STUDIES TO BE DONE UNDER CONTRACT IN
REMAINDER FY 73. ESTIMATED COST IS DOLS800 PER STUDY. MARKETS WE
RECOMMEND FOR STUDY ARE (A) TEXTILE MACHINERY, (B) IRRIGATION
EQUIPMENT, (C) SUGAR MILLING MACHINERY, (D) PESTICIDES AND
RELATED EQUIPMENT. ACTION REQUESTED: COMMERCE ADVISE
AVAILABILITY OF FUNDS, SEND CONTRACT SPECIFICATIONS.

END SUMMARY.

1. REF A. PARA 6 RECOMMENDED COMMERCE PROVIDE
FISCAL SUPPORT FOR RESUMPTION OF EXPORT MARKET
IDENTIFICATION (EMI) STUDIES BEGUN IN 1970 AND DONE
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UNDER CONTRACT BY PAKISTANI RESEARCH FIRMS. STUDIES COMPLETED
IN 1970 WERE:

- (A) AGRICULTURAL MACHINERY AND EQUIPMENT
(KARACHI A-110, JUNE 11, 1970)
- (B) INSTRUMENTATION (KARACHI A-116, JUNE 19, 1970)
- (C) FOOD PROCESSING AND PACKAGING MACHINERY (KARACHI A-106,
JUNE 5, 1970).

AT S AME TIME CONGEN LOCAL STAFF DID FOLLOWING TWO STUDIES USING
ABBREVIATED EMI FORMAT:

- (D) AIR CONDITIONING (KARACHI A-115, JUNE 19, 1970)
- (E) REFRIGERATION (KARACHI A-118, JULY 3, 1970).

2. CONGEN NOW RECOMMENDS USE OF AVAILABLE USG PAK RUPEES
TO PRODUCE UNDER CONTRACT FOLLOWING FOUR EMI STUDIES BY
JUNE 30, 1973:

- A. TEXTILE MACHINERY
- B. IRRIGATION EQUIPMENT
- C. SUGAR MILLING MACHINERY
- D. PESTICIDES AND RELATED EQUIPMENT.

DATA DEVELOPED BY STUDIES WOULD CONSTITUTE DETAILED
JUSTIFICATION OF FY 74 TRADE PROMOTIONAL PROGRAM
RECOMMENDED REF. C.

3. ON BASIS EXCELLENT CONTRACT WORK DONE IN 1970 BY
TWO KARACHI RESEARCH FIRMS (KHYBER CONSULTANTS LTD. AND
CONTROL AUTOMATION) BELIEVE RECOMMENDED FOUR REPORTS,
USING MODIFIED EMI OR SIMILAR FORMAT, COULD BE PRODUCED
FOR ABOUT DOLS800 (ABOUT RS.8,000) APIECE BETWEEN APRIL 15 AND
JUNE 15, 1973. IF EMBASSY, AND AMCONSULS LAHORE AND PESHAWAR AGREE,
WE RECOMMEND THAT CONTRACTS BE AWARDED IN AND SUPERVISED
FROM KARACHI ON BASIS MAXIMUM COORDINATION WITH OTHER POSTS.

4. ACTION REQUESTED: PLEASE ADVISE WHETHER FUNDS AVAILABLE.
SEND REPORTING GUIDELINES AND DRAFT CONTRACTS. BECAUSE OF
SHORT TIME AVAILABLE AND ON BASIS OF DETAILED 1970
RECOMMENDATIONS ABOUT OTHER PAKISTANI RESEARCH
ORGANIZATIONS BY NORMAN HORTON, DIRECTOR OF COMMERCE,
EMI DIVISION, CONGEN RECOMMENDS RESTRICTING SOLICITATION
OF BIDS TO KHYBER CONSULTANTS AND CONTROL AUTOMATION.
ADVISE.
TIGER

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*** Current Classification *** UNCLASSIFIED

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